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1892

1921

To Beat High Cost of Living



TRADE MARK

C. N. Flansburgh & Son

Jackson - Michigan

CHOICE STRAWBERRIES  
HIGH GRADE PLANTS

## GROW Everbearing Strawberries

Plant set April 1 have produced \$1,000 worth of fruit  
per acre before the first snow flies in November  
Most bountiful and desirable of all garden products

E. R. Lacey *Pomologist*  
Washington  
Dept of Horticulture D.C.



## EVERBEARING STRAWBERRIES

### AND THE IDEAL—A NEW ERA

Today I have been looking over some of our back number catalogs—days of the Wilson's Albany and Crescent—later on the Sharpless Beder Wood and Parker Earle—still later the Uncle Jim, our own introduction. By this time 1902, with 77 varieties listed in our catalog and others on trial we were growing something like 125 varieties each year, everything of promise we could hear of including now and then a so-called everbearer some French-Alpine extraction or some new candidate from our own pacific coast where common sorts sometimes produce two crops a year, to grow them for a year or two as fairly good June fruiters but nothing extra and nothing worthy of the name of everbearing. And so it went on year by year multiplying varieties a full decade and more a confusing array, with our investigators and originators still busy on the job hunting, striving for the ideal—withall a real true everbearer if such there might be or could be produced and then came "Pan American" (the all American) by Providence or what you will, discovered by Samuel Cooper of New York, growing in a bed of "Bismarck" and said to be a sport or seedling of that variety, quite similar in many ways but otherwise time tried and proved a genuine everbearer and as such the illustrious fore-runner of these wonderful varieties of today.

\* \* \* \*

**Strawberries**—First of all fruits to produce a crop—the first to ripen in the spring—the surest most dependable and most profitable of anything that grows in garden or in field. The universal favorite. The added profits now that we have the everbearers makes them doubly interesting. There is a higher standard now of excellence as well, and so of late we have been cutting out the less important varieties wholesale, many of which we were reluctant to let go, but after all—results, the greater possibilities and the greater profits is what lends added interest to this game as in any other enterprise. Many new varieties are being tried out here as usual but whether June or everbearing they must be more than pretty good nowadays to win and hold a place in our selected list.

### INTENSIVE CULTIVATION THE WATCHWORD

Yet scarcely less important than the very best varieties is how to grow them for the very best results. How often when hoeing in and out among the plants in some thickly matted row—"all right for plants but far too crowded to produce the finest fruit"—have I thought of when I used to grow entirely for fruit, some thirty years ago, before our first plant catalog, since when I have had no chance without first planning the demand for plants. And now these everbearers—ideal hill culture varieties, so quickly responsive to every extra effort of intensive cultivation—so truly characteristic in that always there are some plants that go almost entirely to fruit, building up large size with multiple crowns of their own accord instead of making plants, as if to say, "I'm trying hard to point the way, dig down and loosen up this soil around my roots to hold the moisture and give me room according to my strength. With half a chance to show what I can do you will be glad to give me double chance some day."

Some folks declare that plants can't talk or think, but stop your work a moment and listen to them now—I am the new "Progressive" and this our cousin is "Americus," and there "Superb" and "Francis" and the others. Since the world was we have been waiting for—the day, for our place in the sun. We came not to supplant but to supplement our other cousins, the truly worthy June varieties and extend the fruiting season. Was it not foretold? For you we don our robes of living green and deck ourselves with blossoms white as snow and nod and beckon you with every passing breeze. See how the dew drops sparkle on our foliage, the red ripe berries and the growing fruits, are we not fresh and fair this bright sunshiny morning? We come to make you glad and others glad wherever we shall go. There is a mission to fulfill—Let everybody know.

### A DEMONSTRATION EXTRAORDINARY

We told last year of demonstrating with these everbearers by leaving the mother or parent plants to fruit again instead of throwing them away when digging for the trade in spring, well satisfied beforehand that as a class they were at least the equal of the June varieties at the regular June fruiting in yield or value on the market, but being only the mother plants we gave them a thorough cultivating and hoeing to see what they would do with the result that they far outyielded the June varieties that received no cultivation in the spring being only odds and ends of matted rows, pointing the way for those who grow entirely for fruit, not only the greater possibilities of the everbearers but the greater profits if grown in

strict hill-culture from the start, keeping off all runners while we ourselves must grow for plants as well as fruit.

This time we have in mind a block of the "Progressive" selected as the hardiest of any variety we have ever grown. The plants were set out in April, 1919, for matted rows, three feet by fourteen inches in the row, and kept disbudded until well established, growing good, about July 10, and then allowed to fruit at will from August 1, to cold weather, making a good crop and highly profitable within six to seven months from date of planting. Last spring we dug the plants being careful to leave the mother plants for further demonstration, giving them a thorough cultivating and hoeing, pulling the soil up around the plants, leaving the rows slightly ridged. At the regular June fruiting these narrow rows each plant loaded to capacity, circled by its ring of red was a sight to see. To give some idea of the crop, there was less than five-sixths of an acre and the first two pickings sold for over \$200.00 in the city at 35 cts. per quart, the highest price for the season for the first home grown. After which other varieties began to ripen, selling all together and we kept no separate account.

### THIRD CROP IN 18 MONTHS \$1000 PER ACRE

Now for the third "but not to be the last" crop of berries from this block of Progressive set out a year ago last spring. After the June crop we cultivated, hoed and sprayed just as we had done in spring before the June crop, but more thoroughly and in thirty days they were again fruiting and have produced since last July to now Oct. 8, at the rate of over \$1,000.00 per acre. Selling at an average of a little over 40 cts. per quart, from \$11.00 to \$14.40 per bushel wholesale in the city.

\* \* \* \*

Since writing the above we have been going over all our plants with Prof. Taft (our State Inspector of Nurseries from the Agricultural College) who has just left. Uncommon fine is what he said about them all including these, as slick and clean and green as any on our grounds. I told him what I have been writing to you all about this patch and this variety—away beyond what we as introducers could have foretold of it or even have imagined when we introduced it. A demonstration extraordinary to say the least, but it was mutually agreed that given half a chance "Progressive" has ability to perform that way. But was it half a chance—with these old plants—so far as this last crop of berries is concerned, compared with what they might have done if grown in strict hill-culture from the start? A plant that has borne fruit is more or less exhausted with the effort and only can serve by growing a new set of roots above the old roots that become woody and die. That's what they said about the June varieties and still applies to all varieties, but surely in a less degree with the Progressive everbearing.

We have had three frosts but we are still picking for the market from this patch and elsewhere from our last springs setting out and expect to keep on more or less to Nov. 8, a month from now or later unless it freezes hard before, and then a bumper crop next spring before we plow them under, the earliest of all varieties our chief dependence at all other times and growing better every year.

C. N. F.

### HILL CULTURE

Set out in three foot rows, the plants 14 inches in the row (about 12,000 plants per acre) or in two foot check rows to cultivate both ways (about 11,000 plants per acre). Keep plants disbudded until well established (about July 10). Keep off all runners and keep the soil at all times loose and lively by thorough cultivation and repeat—the more you give the more you will receive.

A plant set out in spring will soon begin to send out fine white roots from all parts of the entire root system. As runners are removed, (clipped off when hoeing), new crowns are added to the plants which often grow enormous size with many crowns and corresponding roots.

### AMERICUS

(Per.) (Everbearing)

One of the best known and most prominent of the new everbearing recently introduced. A seedling of Pan-American and Louis Gauthier, from the same batch of seedlings as No. 1 (Francis), foliage a little larger, a shade lighter in color. A good heavy root system; a better plant maker. Americus is strongly staminate. Plants are strong, healthy and deep rooters. The fruit is firm, medium to large in size, light red, heart shape of fine texture, quality extra good; fruit stems stout, holding large berries high from the ground. Unless repeatedly disbudded it will bear constantly from June to November. A fairly free plant maker and





young runner plants begin to bear as soon as they begin to root.

We sold short on this variety last spring before we realized, (25,000 to one grower near New York City) while those we saved for our own resetting were got out too late to make as many plants as usual. We can offer it this season by the dozen and hundred only.

## PROGRESSIVE

(Per.) (Everbearing)

Originated in 1908 by Harlow Rockhill of Iowa, the originator of Americus, Francis, Iowa and others. Parentage Pan-American and Dunlap—the only plant seed saved out of 4,000 seedlings.

Progressive is the most vigorous and thrifty grower of any of the everbearers that we list. With tall, luxuriant foliage to protect the bloom and fruit from the hot sun and frosts. Practically every blossom makes a berry and every berry makes a perfect fruit. Medium in size, dark red, fine quality and produced in great abundance on the spring set plants and runner plants throughout the summer and fall—the first of all varieties, whether June or everbearing, to ripen on the year-old plants in spring.

We realize it would be an error for us to underrate or overstate a single feature of this most important variety offered to our customers, in 1913 at \$75.00 per 1,000 plants and selling to our competitors as well, in large amounts. It is not the largest of the everbearers, averaging in size about like Dunlap. We call it the Dunlap of the everbearers, reminding us of that grand variety in many ways—both plants and fruit. Like Dunlap—most famous of all June varieties—so will Progressive, with its Dunlap-blood, transmitting all its virtues, and others in addition, long reign—a standard for the everbearers.

## PEERLESS

(Per.) (Everbearing)

New. Our plants were received last spring from Samuel Cooper, the originator, who said that he regarded Superb the best of his originations until he developed the "Peerless," which for four years had proved to be more productive, of larger and better quality of berries than the Superb. That he was confident when enough plants can be grown that it would be the leader as a fall bearer, and also for the main crop in the spring.

We paid Mr. Cooper \$10.00 per dozen for the Pan-American many years ago, and more recently \$5.00 per dozen for the Superb, and now \$5.00 per dozen for the peerless. The plants have made a strong, vigorous growth in spite of the drouth, and the variety promises to prove all claims. We will wait and see.

Above is from our 1917 catalog. Many are inquiring about this new variety. To all we say that we are now regarding "Peerless" as fully equal to "Superb" in all ways, superior in quality and more productive in the fall.

## FRANCIS

(Per.) (Everbearing)

One of the finest. Fruit large, handsome and attractive. An exhibition berry. A most persistent fruiter. The spring set plants bear so heavily that, as a rule, they make but few plants, which also bear fine fruit, often before well rooted in the soil, so that unless repeatedly disbudded, it makes few plants and mostly rather small.

Francis is a wonder anywhere, but for the specialist it is a prize, who that knows it has not had visions of a solid acre for the city market? We were sold out again last year as usual and can only offer this year in small amounts. Try a few plants on strong sandy loam.

## SUPERB

(Per.) (Everbearing)

Superb has become a great commercial variety—a money maker. Our customers who grow it in hills, report high prices and great profit. As grown by us in matted rows for plants and fruit, it is more moderately productive in the fall than are the Rockhill varieties, Americus, Francis and Progressive, but the fruit is always large and handsome and pays us well if only for the fall. But more than this, it produces enormously the next June on year old plants, ranking with the largest and most productive June fruiting sorts. A healthy grower and makes runners freely.

# THE JUNE VARIETIES

We are now growing Dunlap, Dr. Burrill, K's Premier and K's Prize more extensively for our trade and for our own fruiting than all others of the June varieties. The "Dunlap" (Senator Dunlap) is the best known, early and mid-season variety. "Dr. Burrill" is very similar to "Dunlap"—as good, if not better. "K's Premier" is our best first early among June varieties—a good grower and early—while the fruit is large and fine—as productive as Haverland or any others of the old standbys and with "K's Prize" for late it would be hard to pick a better big four combination for the market among well tried varieties. With us, the early sorts pay best. Aside from the Progressive—earliest of all at the regular June fruiting—followed by the other Everbearers, comes K's Premier, Dunlap, Dr. Burrill, Warfield, Haverland, Joe Johnson, Paul Jones, Uncle Jim, K's Prize, etc.

Above is from our last years catalog, we want to add the "K's Big Late" that we have fruited now two years. It is one of the best late varieties we have ever grown.

## SPECIAL MENTION

HOWARD No. 17

We offered this variety last year without comment except a line immediately below our price list—"Try a few plants, deserving of special mention if we had room." Yet there was such demand for this new variety that we did not save as many plants for our own resetting as we could have wished.

Several of our customers who got plants here or had them from the east where it is highly praised have written us the past summer if this and "Premier" might not be the same. Our plants were from the introducer (Charles E. Chapman, of North Stonington, Conn.) spring of 1918, and another lot spring of 1919. Mr. Chapman is a long time customer of ours, write him for his catalog and the history of this interesting variety. When Prof. Taft, our State Inspector of Nurseries was here last October we told him about these enquiries, pointing out the two varieties in our trial plat, also in the field, he stated there was a difference having both varieties at the college for several years and sighting a difference in the foliage here. However the two varieties though distinct—resemble each other closely in foliage and other ways. Up to now the Premier has proved the earliest, best and most profitable with us of all the well tried June varieties. It may be Howard will prove better still, at Athol, Mass., it is claimed to have produced at the rate of 17,000 quarts per acre, ripening early to late and large size to the close of the season—a great sensation.

## BUN SPECIAL

A new variety introduced last spring by O. A. D. Baldwin, who paid the originator Mr. E. M. Buechly, a big price for it—outbidding all others. About four years ago Mr. Buechly sent us plants of this variety for trial and late last winter wrote us that he had sold it to Mr. Baldwin, with whom we afterward arranged for the plants we had planned to reset last spring.

This new variety reminds us of the "Greenville," one of Mr. Buechly's varieties that we used to grow in large amount some years ago, but is superior in every way so far as we have tried it in our trial plat. It is a good grower, the fruit large, roundish heart shape, very symmetrical, deep glossy red, handsome, good quality, firm and red all through and produced in great abundance, season medium late. The few plants left to fruit done better still last June.

## OUR GUARANTEE, TERMS, ETC.

Our plants are fresh dug at time of shipment, from new beds, carefully trimmed, re-sorted to best grade only, tied in bunches, good count, true to name and guaranteed to reach their destination in good condition by express or mail to all parts of the United States, up to May 15th, with the understanding that we shall not be liable for more than the original cost of the plants in any case. Should a package go astray, be damaged or destroyed enroute, or any error we have made, to be notified at once.

All orders promptly acknowledged and notice sent when plants are shipped, except when forwarded by mail. Our certificate of Inspection is attached to every shipment.

We begin our shipments south as soon as we can dig in spring, about April 1st, sometimes in March. We like to have our customers say when, or proper season, or ship when notified and let us know a few days in advance. We do not substitute without permission.

Terms: Cash with order, but orders will be booked to hold if part payment is enclosed, the balance to be sent before shipment. Remit by Postoffice or Express money order, bank draft or check or small sums in one or two cent stamps. A check is often more convenient for our customers and by courtesy of our bankers is equally acceptable with us.

Fredericktown, Ohio, July 20, 1920 C. N. Flansburgh & Son, Jackson, Mich.  
Dear Sirs:—I have become very much interested in your everbearing strawberries. One of our neighbors (John Wise) cannot speak high enough of them—the berries from the plants got of you. Is it possible I can get some plants of you this fall—Progressive and a few others? If so I will send my order soon as I hear from you. Sincerely, CICELY CLARK



# PARCEL POST

BUY PLANTS DELIVERED TO YOUR DOOR BY  
PARCEL POST—FRESH DUG AND NO DELAY

Flint, Mich., May 28, 1920

Mr. Flansburgh:—

We thank you for refilling our order by Parcel Post as soon as you learned that the order by express was being held up somewhere enroute by the switchmen's strike. The express shipment finally arrived the 26th. We were not allowed to examine the plants but must pay the express charges and examine them at home when if not in good shape he would make out a bad order report & c & c. This has learned us a lesson we could have ordered them by Parcel Post delivered to our door and no delay. The plants you sent by Parcel Post came promptly in good shape. We are remitting you the postage and thank you kindly.  
M. MANDEVILLE

Lexington, Mass., May 23, 1920

Dear Sirs:—

I am inclosing for the postage on the 500 "Premier" you sent me by Parcels Post to replace the shipment by express delayed enroute by the switchmen's strike so long that I refused to accept them from the Express Co. I was very much disappointed, but I am pleased to say that after letting you know about it that I had this second lot planted within a week. I am much pleased that I will not have to go without my Premiers. As a man to deal with you are second to none and you have always been so.

Thanking you for your kindness I remain  
Yours respectfully,  
C. H. LOTHROP

The switchmen's strike last spring was bad medicine. We returned one customer our check for \$132.00 worth of everbearing plants that were delayed three to four weeks by the strike, since we were sold out and could not replace them, we got that back however from the carrier, but our customer was much disappointed. Since then express rates have advanced, but Parcel Post is quicker, surer, safer. We have been mailing plants for nearly thirty years, fresh dug and guaranteed to all parts of the United States. Of late nine-tenths of all our orders go that way.

Uncle Sam is always on the job—whatever happens.

## PRICE LIST

Six plants of one variety at dozen rates; 50 plants of one variety at hundred rates; 500 plants of one variety at 1,000 rates. (P) for perfect. (I) for imperfect blossoms.

The everbearers are in blackface type.

|                        | By Parcel Post |         |          | By Express |          |
|------------------------|----------------|---------|----------|------------|----------|
|                        | Per 12         | Per 100 | Per 1000 | Per 100    | Per 1000 |
| Americus (P) -----     | \$0.60         | \$3.50  | ----     | \$3.35     |          |
| Black Beauty (I) ----  | .35            | 1.80    | ----     | 1.65       |          |
| Bun Special (P) -----  | .40            | 2.50    | ----     | 2.35       |          |
| Dr. Burrill (P) -----  | .25            | 1.25    | \$8.00   | 1.10       | \$7.00   |
| Early Jersey Giant (P) | .35            | 1.80    | ----     | 1.65       |          |
| Francis (P) -----      | .80            | 4.00    | ----     | 3.85       |          |
| Gandy (P) -----        | .30            | 1.50    | ----     | 1.35       |          |
| Glen Mary (P) -----    | .30            | 1.50    | 10.50    | 1.35       | 9.00     |
| Grand Marie (P) -----  | .35            | 1.80    | ----     | 1.65       |          |
| Haverland (I) -----    | .30            | 1.50    | 8.00     | 1.35       | 7.50     |
| Howard No. 17 (P) --   | .60            | 3.50    | ----     | 3.35       |          |
| Joe Johnson            |                |         |          |            |          |
| (Big Joe) (P) -----    | .35            | 1.80    | 10.50    | 1.65       | 9.00     |
| Kelloggs Big Late (I)  | .35            | 1.80    | 11.50    | 1.65       | 10.00    |
| Kelloggs Premier (P)   | .35            | 1.80    | 11.50    | 1.65       | 10.00    |
| Kelloggs Prize (I)---  | .35            | 1.80    | 11.50    | 1.65       | 10.00    |
| Magic Gem (P) -----    | .35            | 1.80    | ----     | 1.65       |          |
| Paul Jones (I) -----   | .35            | 1.80    | 10.00    | 1.65       | 9.00     |
| Peerless (P) -----     | .50            | 2.75    | 20.00    | 2.60       | 19.00    |
| Pennell (P) -----      | .40            | 2.50    | ----     | 2.35       |          |
| Progressive (P) -----  | .40            | 2.50    | 20.00    | 2.35       | 19.00    |
| Senator Dunlap (P) --  | .25            | 1.25    | 7.00     | 1.10       | 6.00     |
| Stevens (P) -----      | .35            | 1.80    | ----     | 1.65       |          |
| Superb (P) -----       | .40            | 2.50    | ----     | 2.35       |          |
| Uncle Jim (P) -----    | .35            | 1.80    | 10.50    | 1.65       | 9.00     |
| Warfield (I) -----     | .25            | 1.25    | 7.00     | 1.10       | 6.00     |

To those who order—say, two or five dollars worth of plants, our own selection, for a home garden—please state if "Everbearing" or best June fruiting only, or about what part.

## Certificate of Nursery Inspection No. 2148

This is to certify that I have examined the nursery stock of C. N. Flansburgh & Son, Jackson, Mich., and find it apparently free from dangerous insects and dangerously contagious tree and plant diseases.

This certificate to be void after July 31, 1921.

L. R. TAFT,

State Inspector of Nurseries and Orchards  
East Lansing, Mich., Oct. 12, 1920.

## OTHER SMALL FRUITS

### ST. REGIS EVERBEARING RED RASPBERRY

Plants by mail Postpaid 60 cents per dozen; \$3.50 per 100.

### KING RED RASPBERRY [Early King]

Plants by mail Postpaid 60 cents per dozen; \$3.50 per 100.

### PLUM FARMER [Black] RASPBERRY

Plants by mail Postpaid 60 cents per dozen; \$4.00 per 100.  
If by express deduct 10 cents per dozen and 40 cents per 100.

### BLOWER'S BLACKBERRY

Plants by mail Postpaid \$1.00 per dozen; \$5.00 per 100.  
If by express deduct 10 cents per dozen and 50 cents per 100.

## WE DO NOT SUBSTITUTE WITHOUT PERMISSION

but if you order late and are waiting for the plants, such permission may avoid delay, since we are liable to be sold out of something in your order. We are here to please and satisfy and not to disappoint you by returning orders if it can be helped, but more than all to do business on the level, and we never take this liberty without permission.

Fayette, Ohio, May 7, 1920 Please ship by parcel post as follows,—If out of any substitute your judgement. Please ship at once. Mrs Elizabeth Thompson who got plants of you is a neighbor, they are well pleased with them. That is why I am sending you my order. F. D. SNYDER.

Malone, N. Y., May 9, 1920 C. N. Flansburgh & Son, Jackson, Mich. Dear Sirs: Please find enclosed order and remittance, substitute if necessary. I know very little about strawberries but A. I. Root recommends you and that is all I need. Respectfully, MRS. H. E. HOUGHTLEN.

Denver, Colo., 4-1-20 Dear Sirs:—Enclosed find order for Progressive Everbearing plants, please time to reach us the latter part of April. We have tried your plants before and always with success, probably because you always send out plants not only white rooted but always from young mother plants. Others we have had of you before were ordered by Mr. Cornforth, but we are all together. MYRLIN S. FALLIS

Barnesville, Ohio, Feb. 5, 1920 Dear Sirs:—I have just returned from Red Cross work in France and want to set some plants this spring and I remember the fine plants I have had from you in the past. Please send me a catalog at once and oblige. Sincerely yours, ALBERT J. LIVEZEY

Columbus, Ohio, 5-1-20 Friend Flansburgh:—Plants you shipped 4-27 arrived in good shape. Enclosed find check and thanks for promptness. Season is backward, but sunshiny the last two or three days and we are much crowded. Every back garden in the city wants seeds and plants. Yours Truly, ROBERT LIVINGSTON.

St. Louis Mo. 2-15-20 Please send me another catalog. I lost the one you sent and I want more plants. I was well pleased with those you sent last year. CLINTON C. FERGUSON.

Oxford, Mass., 5-3-20 Dear Sirs:—The plants arrived May 1, in good condition Thanking you I remain, MRS. VIOLA WILLIAMS

Gagetown, Mich., 4-30-20 Plants to hand O.K. Well pleased. PETER KEHOE

Greeley, Colo., 6-7-20 Gentlemen:—The 1,000 Progressive Everbearing were received by parcel post in good time and good condition. The plants were O.K. HENRY ARNHOLT

Holton, Kansas, 5-10-20 Five pkgs. the last 3,000 of my order by parcel post today fine condition. F. W. DIXON

Metamora, Mich., 1-12-20 Gentlemen:—Find inclosed \$9.45 for more of your everbearers, for Mr. Baldwin and myself. I got 100 Progressive of you last year and had fine berries from July to November. Our last shortcake, Nov. 1st. Plants went into winter looking fine. Have mulched with marsh grass. GUY GIBSON.

**Home  
of  
the  
Everbearers**

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**Plants  
by  
Mail  
Our  
Specialty**



**Yours  
for  
Life  
Worth  
Living  
in  
Country  
or  
in  
Town**

Residence of C. N. Flansburgh, Round Lake Fruit Farm, R. 7, Jackson, Mich., one mile south of Michigan Center.



# Everbearing Strawberries

ALL PLANTS FRESH DUG--POSTPAID

## SPECIAL OFFER

No. 1.

|                  |         |               |
|------------------|---------|---------------|
| Progressive..... | 4 Dozen | \$1.60        |
| Peerless.....    | 2 Dozen | 1.00          |
| Americus.....    | 1 Dozen | .60           |
| Francis.....     | 1 Dozen | .80           |
| Superb.....      | 1 Dozen | .40           |
| Total value      |         | <u>\$4.40</u> |

THIS COLLECTION FOR

**\$3.85**

If you mention Offer No. 1.

No. 2.

Twice as many plants of each above \$6.00

No. 3.

100 plants (our own selection) \$2.50 mention No. 3.

We want you to know about these everbearers if only half a dozen of any one of them ordered from our list. We introduced the most popular of all, the most important of any variety ever introduced. Read about them in our catalog.

C. N. FLANSBURGH & SON, Jackson, Michigan.

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### FROM ONE OF OUR NEAR BY CUSTOMERS

From  $\frac{1}{4}$  acre of Progressive set out last spring and grown hill culture, we picked \$350.00 worth of fine berries—at the rate of \$1,400 per acre. CHAS. H. ALLEN, Jackson Mich.

Columbus, Ohio, May 12-20 Dear Sirs:—I am pleased to inform you that the plants came yesterday in good order and I got them out just before a rain that will give them a good start. Very Truly Yours, ALFRED FLETCHER.

Intervale, Maine, May 11, 1920 Please send by mail at once as follows—if out substitute your judgement. I received your catalog but have mislaid it and don't remember prices. The plants I got of you last year are fine, the finest bed I have seen this year and I want to get my plants of you. Send bill with plants and I will send a check by return mail. JAMES H. CAMBELLACK  
Later—May 20, 1920 Inclosed find check for the 1900 plants by parcel post—the plants arrived in fine condition. Yours very truly, JAMES H. CAMBELLACK

Philo, Ohio, 6-12-20 C. N. Flansburgh & Son Dear Sirs:—Those plants I received from you were the finest plants I ever bought. CLARENCE H. BARTON

Ipswich, Mass., 1-20-20 Please send your catalog to..... I advised them to deal with you and recommended you as I have always had good success with your plants. ALBERT F. TENNEY

Quinebang, Conn., 5-19-20 Well Mr. Flansburgh, to say that I had a good berry crop this spring is putting it mild. It was excellent, my berries won the admiration of everybody who saw them. I will send you another order next spring if I am alive and well. I like to deal with you the best of any one I know. Say! What about the "Howard No. 17"? I note you listed it last spring but did not have the space to talk about it. I want to know more about that variety, or any other new one good enough to list. THOS. LYNCH.

Hartwick Seminary, N. Y., 5-19-20 The plants I got of you this spring are doing fine. What about the "Howard No. 17", also Premier and Big Late since the last fruiting? I will be glad of your advice and observation on these varieties or any others of special merit. CHAS. L. TODD.

Arkansas City, Kansas, 2-24-20 Three years ago I bought 100 Progressive plants of you and have had the best of luck with them. Inclosed find order and remittance. MRS. A. L. DAVIS.

Ogden, Utah, June 5-19 Inclosed find check for \$35.50 to balance my account. The plants last spring were up to standard. All one could wish. Please book me for 8,000 Premier for next spring. LEROY MARSH.

Oswatomie, Kansas, 4-10-20 Dear Sirs:—I received the 200 everbearing plants, the finest rooted plants I have ever seen. W. E. WILSON

Rochester, Mich., 5-4-20 Plants to hand O. K. A. V. EVERETT

Delaware, Ohio, 7-12-20 The Livingston Seed Co., Columbus, Ohio, have advised me to write to you for strawberry plants, part everbearers but mostly standards. I have had no experience with strawberries and will appreciate your advice and c. Respectfully, CHAS. W. DENNISON

Vendocia, Ohio, Mar. 8-20 C. N. Flansburgh & Son, Jackson, Mich. Dear Sirs:—Through a friend I heard of your everbearing strawberries, I think they are the finest berries I have ever tasted. Please send me your catalog and price list. I want some plants about April 1st. MRS. JESSE TAYLOR.

Bellevue, Mich., 5-7-20 Received Plants O. K. Every plant coming. Thanks J. E. COOK

Albion, Mich., 5-7-20 I am inclosing check for the Calhoun County plant order. We have the plants all set out and doing nicely as are also those I got for my garden. F. LABERTEAUX

Detroit, Mich., 4-26-20 Inclosed find check and order for more plants. Must say my other order arrived in fine shape. MRS. H. J. GUTHARD

Yale, Mich., 5-12-20 See order and remittance. My other order was received O. K. JOHN SHANNON

Frankfort, Indiana, 1-26-20 Inclosed \$3.85. Please mail your Special Offer—Everbearing strawberry plants—to address inclosed, about April 10. My berries done fine last year, I think I will have plenty of Plants for myself this year. H. A. BOND

Bath, Mich., 5-20-20 See order and remittance, the plants I got of you last year done so well I am giving you my order this year. Respectfully, EDWARD COOK.

Fillmore, Ill., 3-5-20 Inclosed find check and order for Progressive everbearing, to reach me about April 1st. The plants I have had from you in other seasons have done well and given good results. B. D. RUNYON.

Freeland, Mich., 4-12-20 I am sending for more of those Progressive everbearing. This is our fourth year with this variety. Last year was so dry the new plants did not do so well, but the old ones did fine. C. E. HAFER

Berwick, Ohio, 4-26-20 I received the everbearing strawberry plants and they are growing nicely. Inclosed find order and remittance for more. MRS. CHAS. L. EARL.

Verndale, Minn., 4-23-20 Dear Sirs:—I sent to you two years ago for plants and so well satisfied I am sending for more. MRS. E. J. ROSEN.

Hemlock, Mich., 4-25-20 I received the strawberries last week, they were O. K. If not too late send me 100 St. Regis raspberry plants. HERMAN SCHULTZ

Spring Arbor, Mich., 2-25-20 C. N. Flansburgh & Son, Kind Sirs:—Last spring I ordered two dollars worth of plants, your selection, they have all done well and I am well pleased MRS. E. J. MURRAY.

Plainwell, Mich., 3-3-20 Gentlemen:—Please send me your latest catalog—also to the list of names inclosed. Your strawberries have done so well for me they all want some too. ELMER McCLEAN

Columbus Ohio, 1-28-20 Mr. Flansburgh:—Once in a while a fellow turns up that wants some good reliable information about the Everbearers, then we think of you and the fair manner in which you write them up. We also refer, since we quit handling strawberry plants, quite a few people to you as a dependable place to secure them. Please send your catalog to the address inclosed. With best wishes for success. ROBERT LIVINGSTON.

Ogdensburg, N. Y., 4-29-20 Just a line to let you know we received the plants in fine condition. Just what we wanted. MRS. J. BIGWARFE.

Millbrook, Mich., May 3-20 I received the plants. They are fine. MRS. E. ROELOFSON.

Summitville, Ohio, 4-13-20 Gentlemen:—The plants arrived O. K. and in good shape. A. HERTER.

Portland, Ind., 4-29-20 I am pleased to acknowledge receipt of your shipment by parcel post. The plants were received in good order. CHESTER SPADE,

Gross Point Park, Mich., 4-23-20 Have received the berry plants in good condition and am well pleased with them. MRS. C. PHILLIPS.

Pandora, Ohio, 4-28-20 The plants arrived in good shape yesterday and were set out promptly. Thanking you and wishing you prosperous season I remain yours truly, ROY M. COOK.

Laingsburg, Mich., 5-26-20 Mr. Flansburgh:—I am well satisfied with the plants I got of you, If not too late I want 2,000 Dunlap if you can still supply them. C. S. ROWLEY.

Brighton, Mich., 5-3-20 Received plants all O. K. Yours truly, W. E. HODGE.